

WHAT IS CLAIMED IS:

1. A method comprising:

receiving user input to generate an opportunity representing a desired commercial transaction, the user input including opportunity data associated with the desired commercial transaction;

receiving user input to associate a particular compliance rule with the opportunity, the user input specifying a particular response attribute of a plurality of response attributes to be evaluated according to the particular compliance rule, the user input further specifying the particular compliance rule of a plurality of pre-defined compliance rules;

communicating the opportunity to a potential supplier;

receiving a response from the potential supplier, the response including response attribute data for the particular response attribute; and

evaluating the response attribute data for the particular response attribute using the particular compliance rule.

2. The method of claim 1, further comprising performing an action based on the evaluating.

3. The method of claim 2, wherein the action comprises flagging the response.

4. The method of claim 2, wherein the action comprises assigning a weight to the response.

5. The method of claim 2, wherein the action comprises discarding the response.
6. The method of claim 1, wherein the plurality of pre-defined compliance rules includes a discard rule for discarding a response based on response attribute data.
7. The method of claim 1, wherein the plurality of pre-defined compliance rules includes a weighting rule for assigning a weight to a response based on response attribute data.
8. The method of claim 1, wherein the plurality of pre-defined compliance rules includes a processing rule for processing the response based on response attribute data.
9. The method of claim 1, further comprising automatically determining a winner for the opportunity.
10. The method of claim 1, wherein the particular response attribute is a supplier identification.
11. The method of claim 10, wherein the particular compliance rule is a supplier ranking rule, and wherein evaluating the response attribute data for the particular response attribute using the particular compliance rule comprises assigning a weight to the response based on the supplier identification.
12. A method, comprising:

receiving user input specifying a particular response attribute of a plurality of response attributes to evaluate using a compliance rule;

receiving user input specifying a particular compliance rule of a plurality of pre-defined compliance rules to evaluate attribute data for the particular response attribute; and

receiving user input specifying an action to take based on evaluating the attribute data using the particular compliance rule.

13. The method of claim 12, further including receiving user input to associate the particular compliance rule with a later-created opportunity representing a particular commercial transaction.

14. The method of claim 13, wherein the user input includes a criterion to automatically determine whether to associate the particular compliance rule with the later-created opportunity.

15. The method of claim 12, further including:
receiving user input to create an opportunity representing a desired commercial transaction;
communicating the opportunity to a potential supplier;
receiving a response from the potential supplier, the response including response attribute data for the particular response attribute; and
evaluating the response attribute data for the particular response attribute using the particular compliance rule.

16. An article comprising a machine-readable medium storing instructions operable to cause one or more machines to perform operations comprising:

receiving user input to generate an opportunity representing a desired commercial transaction, the user input including opportunity data associated with the desired commercial transaction;

receiving user input to associate a particular compliance rule with the opportunity, the user input specifying a particular response attribute of a plurality of response attributes to be evaluated according to the particular compliance rule, the user input further specifying the particular compliance rule of a plurality of pre-defined compliance rules;

communicating the opportunity to a potential supplier;

receiving a response from the potential supplier, the response including response attribute data for the particular response attribute; and

evaluating the response attribute data for the particular response attribute using the particular compliance rule.

17. The article of claim 16, wherein the operations further comprise performing an action based on the evaluating.

18. The article of claim 17, wherein the action comprises flagging the response.

19. The article of claim 17, wherein the action comprises assigning a weight to the response.

20. The article of claim 17, wherein the action comprises discarding the response.

21. The article of claim 16, wherein the plurality of pre-defined compliance rules includes a discard rule for discarding a response based on response attribute data.

22. The article of claim 16, wherein the plurality of pre-defined compliance rules includes a weighting rule for assigning a weight to a response based on response attribute data.

23. The article of claim 16, wherein the plurality of pre-defined compliance rules includes a processing rule for processing the response based on response attribute data.

24. The article of claim 16, wherein the operations further comprise automatically determining a winner for the opportunity.

25. The article of claim 16, wherein the particular response attribute is a supplier identification.

26. The article of claim 25, wherein the particular compliance rule is a supplier ranking rule, and wherein evaluating the response attribute data for the particular response attribute using the particular compliance rule comprises assigning a weight to the response based on the supplier identification.

27. A system, comprising:

means for receiving user input to generate an opportunity representing a desired commercial transaction, the user input including opportunity data associated with the desired commercial transaction;

means for receiving user input to associate a particular compliance rule with the opportunity, the user input specifying a particular response attribute of a plurality of response attributes to be evaluated according to the particular compliance rule, the user input further specifying the particular compliance rule of a plurality of pre-defined compliance rules;

means for communicating the opportunity to a potential supplier;

means for receiving a response from the potential supplier, the response including response attribute data for the particular response attribute; and

means for evaluating the response attribute data for the particular response attribute using the particular compliance rule.

28. The system of claim 27, further comprising means for performing an action based on the evaluating.

29. The system of claim 28, wherein the action comprises flagging the response.

30. The system of claim 28, wherein the action comprises assigning a weight to the response.

31. The system of claim 28, wherein the action comprises discarding the response.

32. The system of claim 27, wherein the plurality of pre-defined compliance rules includes a discard rule for discarding a response based on response attribute data.

33. The system of claim 27, wherein the plurality of pre-defined compliance rules includes a weighting rule for assigning a weight to a response based on response attribute data.

34. The system of claim 27, wherein the plurality of pre-defined compliance rules includes a processing rule for processing the response based on response attribute data.

35. The system of claim 27, further comprising means for automatically determining a winner for the opportunity.

36. The system of claim 27, wherein the particular response attribute is a supplier identification.

37. The system of claim 36, wherein the particular compliance rule is a supplier ranking rule, and wherein evaluating the response attribute data for the particular response attribute using the particular compliance rule comprises assigning a weight to the response based on the supplier identification.